

Message Text

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43

ORIGIN AF-18

INFO OCT-01 ADP-00 PM-07 DODE-00 COME-00 EB-11 TRSE-00

MC-02 XMB-07 CIEP-02 CIAE-00 INR-10 NSAE-00 RSC-01

L-03 OMB-01 SS-15 /078 R

DRAFTED BY AF/ E: TJBURKE: PLA

6/20/73 EXT 28851

APPROVED BY AF/ E: WBCOOTE

AF/ RA: AJNAVEZ

PM/ MAS: TMCOONEY

PM/ MC: JASANFORD

OASD/ ISA: MMULLEN

COMMERCE: JHARDESTY

----- 008272

R 201825 Z JUN 73

FM SECSTATE WASHDC

TO AMEMBASSY LUSAKA

INFO AMEMBASSY BLANTYRE

C O N F I D E N T I A L STATE 120159

E. O. 11652: GDS

TAGS: PFOR, MASS, ETRN, ZA

SUBJ: POSSIBLE MILITARY SALES VISIT

BLANTYRE FOR DATT

REF: LUSAKA 991

1. EMBASSY SHOULD BY NOW HAVE RECEIVED CABLE FROM TEXAS INSTRUMENTS INDICATING THAT DAVIS PLANS ARRIVE LUSAKA JUNE 27. REASON FOR VISIT IS APPARENT BELIEF BY LOCKHEED CORPORATION THAT THERE IS POTENTIAL FOR SALE FIVE C-130 S TO ZAMBIA. TI INTERESTED IN ASSESSING VALIDITY LOCKHEED SALES PROJECTION IN HOPE THAT IT CAN SELL AIRBORNE RADAR SYSTEMS FOR FIVE AIRCRAFT.

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2. DEPOFF TELEPHONED BARNEY OF TI (PARA 2 REFTEL) IN ATTEMPT ASCERTAIN SOURCE OF LOCKHEED SALES PROJECTION. BARNEY INDICATED THAT HE DID NOT KNOW WHO IN LOCKHEED HAD PROVIDED DAVIS WITH INFORMATION REGARDING SALES POTENTIAL AND, IN ANY CASE, WOULD BE RELUCTANT TO JEOPARDIZE FUTURE BUSINESS TIPS BY REVEALING SOURCE TI' S INFORMATION.

3. AS EMBASSY AWARE GRZ NOT NOW ELIGIBLE FOR FMS SALES AND SALE C-130 S WOULD REQUIRE SUCH ELIGIBILITY. ON OTHER HAND, LOCKHEED MANUFACTURES CIVILIAN CONFIGURATION THIS AIRCRAFT (L-100) WHICH SUBSTANTIALLY SIMILAR TO C-130.

SALES OF L-100 AIRCRAFT WOULD BE SUBJECT NORMAL EXPORT CONTROL PROCEDURES BUT WOULD NOT REQUIRE FMS ELIGIBILITY.

4. DEPARTMENT PERCEIVES NO OBJECTION TO DAVIS VISIT AND, SUBJECT EMBASSY' S JUDGMENT AFTER CONTACT WITH HIM, BELIEVES HE SHOULD BE PROVIDED STANDARD ASSISTANCE RECEIVED BY AMERICAN BUSINESS VISITORS. HOWEVER, BELIEVE EMBASSY SHOULD NOT FACILITATE CONTACT WITH ZAMBIAN MILITARY IN ORDER AVOID POSSIBILITY THAT SUCH CONTACTS MIGHT LEAD TO REQUESTS FROM MILITARY WHICH WOULD NOT BE OPPORTUNE. ROGERS

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*** Current Handling Restrictions *** n/a

*** Current Classification *** CONFIDENTIAL

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30 JUN 2005

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